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# FORM X-17A-5

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#### **FACING PAGE**

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNI	<sub>NG</sub> 01/01/2017 A1	ND ENDING 12/31	/2017
	MM/DD/YY		MM/DD/YY
A.	REGISTRANT IDENTIFICATI	ON	
NAME OF BROKER-DEALER: Titlei	st Asset Management, Ltd.		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF	BUSINESS: (Do not use P.O. Box No	.)	FIRM I.D. NO.
777 E. Sonterra Blvd., Suite	330		
	(No. and Street)		
San Antonio	Texas	78:	258
(City)	(State)	(Zip	Code)
NAME AND TELEPHONE NUMBER (	OF PERSON TO CONTACT IN REGA	RD TO THIS REPOR	et .
		(Ar	ea Code – Telephone Number
В. 2	ACCOUNTANT IDENTIFICAT	ION	
INDEPENDENT PUBLIC ACCOUNTA	NT whose opinion is contained in this	Report*	
Bauer & Company, LLC	whose opinion is contained in the	-toposs	
	(Name – if individual, state last, sirst, mi	ddle name)	
P.O. Box 27887	Austin	Texas	78755
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
Certified Public Accounta	unt ·		
Public Accountant			
Accountant not resident in	united States or any of its possession	s.	
	FOR OFFICIAL USE ONLY		

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1410 (06-02)



#### OATH OR AFFIRMATION

I, Joe-Ben O'Banion	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying financi Titleist Asset Management, Ltd.	al statement and supporting schedules pertaining to the firm of . , as
of December 31	, 20 17, are true and correct. I further swear (or affirm) that
neither the company nor any partner, proprietor, pr	incipal officer or director has any proprietary interest in any account
classified solely as that of a customer, except as fol	lows:
Nlana	
<del>None</del>	
1 10110	
	D. D. Or Dan.
JACQUELINE MARIE GUTIERREZ	Signature
Notary Public, State of Texas Comm. Expires 09-06-2021	
Notary ID 131270079	Managing Partner
0: 0.4	Title
Japanen M. Kalls	
Notary Public	
This report ** contains (check all applicable boxes	);
(a) Facing Page.	,,
(b) Statement of Financial Condition.	
(c) Statement of Income (Loss). (d) Statement of Changes in Financial Conditi	om
(d) Statement of Changes in Financial Conditi (e) Statement of Changes in Stockholders' Eq	
(f) Statement of Changes in Liabilities Subord	
(g) Computation of Net Capital.  (h) Computation for Determination of Reserve	D 1 17 0 0
(h) Computation for Determination of Reserve	
	planation of the Computation of Net Capital Under Rule 15c3-1 and the
Computation for Determination of the Res	erve Requirements Under Exhibit A of Rule 15c3-3.
	unaudited Statements of Financial Condition with respect to methods of
consolidation.  (I) An Oath or Affirmation.	
(i) An Oath of Affirmation.  (m) A copy of the SIPC Supplemental Report.	
	es found to exist or found to have existed since the date of the previous audit.
· · ·	

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

### FINANCIAL STATEMENTS AND REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

**DECEMBER 31, 2017** 

### Index to Financial Statements and Supplemental Schedules December 31, 2017

Report of Independent Registered Public Accounting Firm	1
FINANCIAL STATEMENTS	
FINANCIAL STATEMENTS	
Statement of Financial Condition	2
Statement of Operations	3
Statement of Changes in Partners' Equity	4
Statement of Cash Flows	5
Notes to the Financial Statements	6
SUPPLEMENTAL SCHEDULES	
I. Computation of Net Capital and Aggregate Indebtedness Under Rule 15c3-1	10
II. Computation of Net Capital and Aggregate Indebtedness office Rule 13c3-1	11
III. Information Relating to the Possession for Control Requirements	11
Report of Independent Registered Public Accounting Firm on Management's  Exemption Report	12
Management's Assertion of Exemption	13
Agreed-Upon Procedures Report Regarding Form SIPC-7	14
Schedule of Assessment Payments on Form SIPC-7 as required under Rule 17a-5(e)(4)(i) of the Securities and Exchange Commission	15
Independent Auditors' Report on Internal Control as required under Regulation 1.16 of the Commodity Futures Trading Commission	16



#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Partners of Titleist Asset Management, Ltd.

#### **Opinion on the Financial Statements**

We have audited the accompanying statement of financial condition of Titleist Asset Management, Ltd. as of December 31, 2017, the related statements of operations, changes in partners' equity, and cash flows for the year then ended, and the related notes and schedules (collectively referred to as the "financial statements"). In our opinion, the financial statements present fairly, in all material respects, the financial position of Titleist Asset Management, Ltd. as of December 31, 2017, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

#### **Basis for Opinion**

These financial statements are the responsibility of Titleist Asset Management, Ltd.'s management. Our responsibility is to express an opinion on Titleist Asset Management, Ltd.'s financial statements based on our audit. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) ("PCAOB") and are required to be independent with respect to Titleist Asset Management, Ltd. in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. Our audit included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audit also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion.

#### **Supplemental Information**

The Computation of Net Capital and Aggregate Indebtedness Pursuant to Rule 15c3-1 of the Securities and Exchange Commission (Schedule I), the Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3 of the Securities and Exchange Commission (Schedule II) and Information Relating to the Possession or Control Requirements Pursuant to Rule 15c3-3 of the Securities and Exchange Commission (Schedule III) (collectively, the "Supplemental Information") has been subjected to audit procedures performed in conjunction with the audit of Titleist Asset Management, Ltd.'s financial statements. The Supplemental Information is the responsibility of Titleist Asset Management, Ltd.'s management. Our audit procedures included determining whether the Supplemental Information reconciles to the financial statements or the underlying accounting and other records, as applicable, and performing procedures to test the completeness and accuracy of the information presented in the Supplemental Information. In forming our opinion on the Supplemental Information, we evaluated whether the Supplemental Information, including its form and content, is presented in conformity with 17 C.F.R. §240.17a-5. In our opinion, the Supplemental Information is fairly stated, in all material respects, in relation to the financial statements as a whole.

**BAUER & COMPANY, LLC** 

Bauer & Company, LLC

We have served as Titleist Asset Management, Ltd.'s auditor since 2014.

Austin, Texas February 28, 2018

Bauer & Company, LLC 5910 Courtyard Drive #230 Austin, TX 78731 Tel 512.731.3518 / www.bauerandcompany.com

#### Statement of Financial Condition December 31, 2017

Assets:	
Cash and cash equivalents \$	3,748
Deposit with clearing broker	100,000
Receivable from clearing broker-dealer	855,395
Other assets	3,634
Total assets \$	962,777
Liabilities and Partners' Equity	
Liabilities:	
Accounts payable and accrued expenses \$	512,098
Subordinated Loan Due to Clearing Broker Dealer	250,000
Due to Investment Advisory Division	100,000
Payable Due to Clearing Broker Dealer	18,345
Total liabilities	880,443
Partners' equity:	
Total partners' equity	82,334
Total liabilities and partners' equity \$	962,777

See notes to the financial statements.

### Statement of Operations For the Year Ended December 31, 2017

Revenues:		
Securities' commissions	\$	4,838,558
Investment advisory	_	2,198,672
		7,037,230
Operating expenses:		
Clearing fees		316,876
Commissions		5,379,735
Payroll expenses		210,328
Professional fees		72,268
Regulatory fees		53,812
Travel and entertainment		59,691
Office supplies		85,670
Occupancy and other		61,932
Insurance		101,781
Software		65,327
Dues and Subscriptions		64,398
Marketing		28,907
Other expenses	_	49,639
Total operating expenses	_	6,550,364
Net income	\$_	486,866

See notes to the financial statements.

Statement of Changes in Partners' Equity
For the Year Ended December 31, 2017

	Partners' Equity
Balance at December 31, 2016	\$ 124,768
Contributions	50,000
Distributions	(579,300)
Net income	486,866
Balance at December 31, 2017	\$ 82,334

### Statement of Cash Flows For the Year Ended December 31, 2017

Cash flows from operating activities:		
Net income	\$	486,866
Adjustments to reconcile net income to		
net cash provided by operating activities:		
Changes in assets and liabilities:		
Receivable from clearing broker-dealer		(307,579)
Deposit with Clearing Broker		(50,000)
Other assets		(45)
Accounts payable and accrued expenses		(147,152)
Due to Investment Advisory Division		100,000
Due to clearing broker-dealer		18,345
Net cash provided by operating activities		100,435
Cash flows from financing activities:		
Borrowings on subordianted loan to clearing broker dealer		250,000
Contributions from partners		50,000
Distributions to partners		(579,300)
Net cash used in financing activities		(279,300)
Net decrease in cash		(178,865)
Cash and cash equivalents at beginning of year	_	182,613
Cash and cash equivalents at end of year	\$	3,748

See notes to the financial statements.

Notes to the Financial Statements December 31, 2017

#### Note 1 - Nature of Business

Titleist Asset Management, Ltd. (the "Company") was organized in February 2003 as a Texas limited partnership headquartered in Austin, Texas. The Company became a registered broker/dealer with the Securities and Exchange Commission ("SEC") in March 2003 and is a member of the Financial Industry Regulatory Authority ("FINRA"). The Company began operations in September 2003. The Company operates under the provisions of Paragraph K(2)(ii) of Rule 15c3-3 of the SEC, and accordingly is exempt from the remaining provisions of that Rule. The Company's customers consist primarily of individuals located throughout the United States of America.

#### Note 2 - Significant Accounting Policies

#### Basis of Accounting

These financial statements are presented on the accrual basis of accounting in accordance with generally accepted accounting principles, which is required by the SEC and FINRA whereby revenues are recognized in the period earned and expenses when incurred.

#### Cash Equivalents

For purposes of the statement of cash flows, the Company considers short-term investments, which may be withdrawn at any time without penalty, which will become available within ninety days from the date of the financial statements, to be cash equivalents.

#### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Securities Transactions

Securities transactions and the related commission revenues and expenses are recorded on a settlement date basis, generally the third business day following the transaction. If materially different, commission income and related expenses are recorded on a trade date basis. The Company is evaluating new revenue recognition standards for broker and dealers and will implement as required.

#### Investment Advisory Fees

Investment advisory fees are received quarterly but are recognized as earned on a pro rata basis over the term of the contract.

#### Customer Funds

The Company is approved to sell private securities and limited partnership interests. The Company is not approved to hold customer funds on account. From time to time, the Company may accept funds from customers for deposit into an escrow account at a bank. Those funds will be held separate from the general funds of the Company in a custodial account.

#### Fair Value Measurements

The carrying amounts of the Company's financial instruments, which include cash and cash equivalents, receivables from broker-dealers, other assets, due to broker-dealers, accounts payable and accrued expenses, approximate their fair values due to their short maturities.

Notes to the Financial Statements December 31, 2017

#### Income Taxes

The Company has elected to be taxed as a partnership. As such, the Company does not pay federal corporate income taxes on its taxable income. Instead, the partners are liable for individual federal income taxes on their respective shares of taxable net income. The Company is liable for Texas margin tax which is based on taxable margin, as defined under the law, rather than being based on federal taxable income. As of and for the year ended December 31, 2017, the Company's Texas margin tax expense was not significant. The Company has no uncertain tax positions as of December 31, 2017.

#### Management Review

The Company has evaluated subsequent events through the date of the Report of Independent Registered Public Accounting Firm, December 31, 2017, the date the financial statements were available to be issued.

### Recent Accounting Pronouncements Revenue Recognition

In May 2014, the financial Accounting Standards Board ("FASB") issued Accounting Standards Codification 606, Revenue from Contracts with Customers ("ASC 606"). The new accounting standard, along with its related amendments, replaces the current rules-based U.S. GAAP governing revenue recognition with a principles-based approach. The Company adopted the new standard on January 1, 2018 using the modified retrospective approach, which requires the Company to apply the new revenue standard to (i) all new revenue contracts entered into after January 1, 2018 and (ii) all existing revenue contracts as of January 1, 2018 through a cumulative adjustment to equity. In accordance with this approach, our revenues for periods prior to January 1, 2018 will not be revised.

The core principle in the new guidance is that a company should recognize revenue in a manner that fairly depicts the transfer of goods or services to customers in amounts that reflect the consideration the company expects to receive for those goods or services. In order to apply this core principle, companies will apply the following five steps in determining the amount of revenues to recognize: (i) identify the contract; (ii) identify the performance obligations in the contract; (iii) determine the transaction price; (iv) allocate the transaction prices to the performance obligations in the contract; and (v) recognize revenue when (or as) the performance obligation is satisfied. Each of these steps involves management's judgment and an analysis of the material terms and conditions of the contract.

We do not anticipate that there will be material differences in the amount or timing of revenues recognized following the new standard's adoption date. Although total revenues may not be materially impacted by the new guidance, we do anticipate significant changes to our disclosures based on the additional requirements prescribed by ASC 606. These new disclosures include information regarding the significant judgments used in evaluating when and who revenue is (or will be) recognized and data related to contact assets and liabilities.

#### Note 3 - Subordinated Loan Due to Clearing Broker Dealer

On March 31, 2017 the Company entered into a subordinated loan agreement with COR Clearing, LLC, the Company's clearing broker dealer, for \$250,000. The subordinated loan has an interest rate of 8.00% per year and matures on June 13, 2022. The subordinated loan is personally guaranteed by the partners of the Company. The terms of the subordinated loan agreement are as follows:

• Fifteen months after the effective date of the subordinated loan agreement, COR Clearing will forgive \$50,000 in principal of the \$250,000, plus any accrued interest;

Notes to the Financial Statements December 31, 2017

• Twelve months after the time period above, COR Clearing will forgive an additional \$50,000 in principal of the \$250,000, plus any accrued interest. This twelve month forgiveness of \$50,000 will continue until the full \$250,000, plus any accrued interest is completely forgiven.

As of December 31, 2017, the outstanding balance of the subordinated loan was \$250,000.

#### Note 4 – Due to Investment Advisory Division

In March 2017, the Company received \$200,000 from Raymond James Investment Advisory Division in transition assistance for the on-going support, acquisitions, and growth of the Company. A portion of this assistance would be payable to Investment Advisory Division if Company terminated agreement before March 2022 based on a predefined formula. No interest is associated with the transition assistance payment. As of December 31, 2017, the Company has estimated the outstanding balance to be \$100,000. The Company anticipates this balance to decrease to zero over the next three to four years.

#### Note 5 - Commitments and Contingencies

#### Leases

The Company leases office space under an operating lease, with a five (5) month notification of termination at any time for the San Antonio office. The Austin office lease, with an affiliated company with common ownership, is a verbal month-to-month agreement that can be cancelled at any time. The Company recognizes rent expense on a straight-line basis over the lease term. Total rent expense under the leases was \$44,585 for the year ended December 31, 2017.

#### Litigation

The Company from time to time maybe involved in litigation relating to claims arising out of it's normal course of business. Management believes that there were no claims or actions pending or threatened against the Company, the ultimate disposition of which would have a material impact on the Company's financial position, results of operations or cash flows.

#### Risk Management

The Company maintains various forms of insurance that the Company's management believes are adequate to reduce the exposure to these risks to an acceptable level.

#### Sub-Clearing Agreement

Included in the Company's sub-clearing agreement is an indemnification clause. This clause relates to instances where the Company's customers fail to settle security transactions. In the event this occurs, the Company will indemnify the clearing broker-dealer to the extent of the net loss on any unsettled trades. At December 31, 2017, management of the Company had not been notified by the clearing broker-dealer, nor were they otherwise aware, of any potential losses relating to this indemnification.

#### Note 6 - Related Party Transactions

As mentioned in Note 5, the Company entered into a verbal month-to-month lease with an affiliated company with common ownership in September 2016. The Company pays \$2,000 per month. Total rent expense paid during the year ending December 31, 2017 was \$24,000.

During 2017, the Company entered into a verbal agreement with another affiliated company with common ownership. Under the agreement, the Company permitted the affiliate to use the company clearing broker for the affiliates transactions. This arrangement was free of charge and terminated in October 2017.

Notes to the Financial Statements
December 31, 2017

#### Note 7 - Net Capital Requirements

The Company is subject to the SEC uniform net capital rule ("Rule 15c3-1"), which requires the maintenance of a minimum amount of net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. Rule 15c3-1 also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1. At December 31, 2017, the Company had net capital and net capital requirements of \$328,700 and \$45,000, respectively, which was \$283,700 in excess of the minimum requirement. The Company's aggregate indebtedness to net capital ratio was 1.92 to 1.

#### Note 8 - Subsequent Events

During January 2018, the Company distributed \$106,000 to a partner.

#### Schedule I

#### TITLEIST ASSET MANAGEMENT, LTD

Computation of Net Capital and Aggregate Indebtedness
Pursuant to Rule 15c3-1 of the Securities and Exchange Commission
As of December 31, 2017

Total partners' capital qualified for net capital Add: liabilities subordinated to claims of general creditors Total capital and allowable subordinated liabilities	\$ 82,334 250,000 332,334
Deductions and/or charges	
Non-allowable assets:	
Other assets	3,634
Total deductions and/or charges	3,634
Net capital before haircuts on securities	328,700
Haircuts on securities	-
Net capital	\$328,700_
Aggregate indebtedness	
Accounts payable and accrued expenses	\$ 512,098
Due to investment advisory division	100,000
Payable due to clearing broker dealer	18,345
Total aggregate indebtedness	\$630,443_
Computation of basic net capital requirement	
Minimum net capital required (greater of \$5,000 or	
6 2/3% of aggregate indebtedness, or \$45,000 as defined by CFTC.)	\$ 45,000
Net capital in excess of minimum requirement	\$ 283,700
Net capital less greater of 10% of aggregate indebtedness or 120% of minimum net capital required	\$ 265,656
Ratio of aggregate indebtedness to net capital	1.92 to 1
Note: Net Capital, as reported on the Company's Part II (unaudited) Focus Report filed with FINRA on January 23, 2018.	\$ 373,635
Audit adjustments:	
Revenue and commission expenses, net	(44,935)
Net Capital	\$328,700

#### Schedule II

#### TITLEIST ASSET MANAGEMENT, LTD

Computation for Determination of Reserve Requirements
Pursuant to Rule 15c3-3 of the Securities and Exchange Commission
As of December 31, 2017

The Company is exempt from the provisions of Rule 15c3-3 under the Securities Exchange Act of 1934 pursuant to paragraph (k)(2)(i) of the Rule afterwards. The Company does not hold funds or securities for, or owe money or securities to, customers.

#### Schedule III

#### TITLEIST ASSET MANAGEMENT, LTD

Information Relating to the Possession or Control Requirements Pursuant to Rule 15c3-3 of the Securities and Exchange Commission As of December 31, 2017

The Company is exempt from the provisions of Rule 15c3-3 under the Securities Exchange Act of 1934 pursuant to paragraph (k)(2)(i) of the Rule afterwards. The Company did not maintain possession or control of any customer funds or securities.



#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Partners of Titleist Asset Management, Ltd.

We have reviewed management's statements, included in the accompanying Exemption Report Year Ended December 31, 2017, in which (1) Titleist Asset Management, Ltd. identified the following provisions of 17 C.F.R. §15c3-3(k) under which Titleist Asset Management, Ltd. claimed an exemption from 17 C.F.R. §240.15c3-3: (2)(ii) (the "exemption provisions") and (2) Titleist Asset Management, Ltd. stated that Titleist Asset Management, Ltd. met the identified exemption provisions throughout the most recent fiscal year without exception. Titleist Asset Management, Ltd.'s management is responsible for compliance with the exemption provisions and its statements.

Our review was conducted in accordance with the standards of the Public Company Accounting Oversight Board (United States) and, accordingly, included inquiries and other required procedures to obtain evidence about Titleist Asset Management, Ltd.'s compliance with the exemption provisions. A review is substantially less in scope than an examination, the objective of which is the expression of an opinion on management's statements. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to management's statements referred to above for them to be fairly stated, in all material respects, based on the provisions set forth in paragraph (k)(2)(ii) of Rule 15c3-3 under the Securities Exchange Act of 1934.

**BAUER & COMPANY, LLC** 

Bauer & Company, LLC

Austin, Texas February 28, 2018



February 28, 2018

#### RE: EXEMPTION REPORT YEAR ENDING DECEMBER 31, 2017

Titleist Asset Management, Ltd. (the "Company") is responsible for complying with 17 C.F.R. 40.17a-5, "Reports to be made by certain brokers and dealers." We have performed an evaluation of the Company's compliance with the requirements of 17 C.F.R. 240.17a-5 and the exemption provisions in 17 C.F.R. 240.15c3-3(k) (the "Exemption Provisions"). Based on this evaluation, we make the following statements to the best of knowledge and belief of the Company:

- 1. The Company identified the following provisions of 17 C.F.R. 240.15c3-3(k) under which the Company claimed an exemption from 17 C.F.R. 240.15c3-3(k)(2)(ii).
- 2. The Company met the identified Exemption Provisions throughout the most recent fiscal year ended December 31, 2017 without exception.

The Company is exempt from the provisions of 17 C.F.R. 240.15c3-3 of the Securities Exchange Act of 1934 (pursuant to paragraph (k)(2)(ii) of such Rule) as the Company does not carry margin accounts and does not hold funds or securities for, or owe money or securities to, customers.

TITLEIST ASSET MANAGEMENT, LTD.

Joe-Ben O'Banion Managing Partner



### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM ON APPLYING AGREED-UPON PROCEDURES

Board of Directors and Partners of Titleist Asset Management, Ltd.

In accordance with Rule 17a-5(e)(4) under the Securities Exchange Act of 1934 and with the SIPC Series 600 Rules, we have performed the procedures enumerated below, which were agreed to by Titleist Asset Management, Ltd. and the Securities Investor Protection Corporation ("SIPC") with respect to the accompanying General Assessment Reconciliation (Form SIPC-7) of Titleist Asset Management, Ltd. for the year ended December 31, 2017, solely to assist you and SIPC in evaluating Titleist Asset Management, Ltd.'s compliance with the applicable instructions of the General Assessment Reconciliation (Form SIPC-7). Titleist Asset Management, Ltd.'s management is responsible for Titleist Asset Management, Ltd.'s compliance with those requirements. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the Public Company Accounting Oversight Board (United States). The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose. The procedures we performed and our findings are as follows:

- 1) Compared the listed assessment payments in Form SIPC-7 with respective cash disbursement records entries, noting no differences;
- 2) Compared the Total Revenue amount reported on the Annual Audited Report Form X-17A-5 Part III for the year ended December 31, 2017 with the Total Revenue amount reported in Form SIPC-7 for the year ended December 31, 2017, noting no differences;
- 3) Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers, noting the following differences: total revenues per the Form SIPC-7 were \$6,856,521 and total revenues per the audited financial statements were \$7,037,230, a difference of \$180,709; total direct expenses per the Form SIPC-7 were \$261,997 and total direct expenses per the audited financial statements were \$262,000, a difference of \$3; total net operating revenues per the Form SIPC-7 were \$6,277,648 and total operating revenues per the audited financial statements were \$6,458,354, a difference of \$180,706; and the general assessment per the Form SIPC-7 was \$9,416 and the general assessment per the audited financial statements was \$9,688, a difference of \$271.
- 4) Recalculated the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and working papers supporting the adjustments, noting the following differences: total revenues per the Form SIPC-7 were \$6,856,521 and total revenues per the audited financial statements were \$7,037,230, a difference of \$180,709; total direct expenses per the Form SIPC-7 were \$261,997 and total direct expenses per the audited financial statements were \$262,000, a difference of \$3; total net operating revenues per the Form SIPC-7 were \$6,277,648 and total operating revenues per the audited financial statements were \$6,458,354, a difference of \$180,706; and the general assessment per the Form SIPC-7 was \$9,416 and the general assessment per the audited financial statements was \$9,688, a difference of \$271.
- 5) Compared the amount of any overpayment applied to the current assessment with the Form SIPC-7 on which it was originally computed, noting an underpayment of \$271.

We were not engaged to, and did not conduct an examination, the objective of which would be the expression of an opinion on compliance with the applicable instructions of the Form SIPC-7. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.



This report is intended solely for the information and use of the specified parties listed above and is not intended to be and should not be used by anyone other than these specified parties.

**BAUER & COMPANY, LLC** 

Bauer & Company, LLC

Austin, Texas February 28, 2018

# (35-REV 6/17)

# SECURITIES INVESTOR PROTECTION CORPORATION P.O. Box 92185 Washington, D.C. 20090-2185 202-371-8300

(35-REV 6/17)

#### General Assessment Reconciliation

For the fiscal year ended 12/31/2017 (Read carefully the instructions in your Working Copy before completing this Form)

#### TO BE FILED BY ALL SIPC MEMBERS WITH FISCAL YEAR ENDINGS

			Name and telephone number of person to contact respecting this form.
	General Assessment (item 2e from page 2)  Less payment made with SIPC-6 filed (exclude int	rerest)	\$ 9,416 (5,357
_	フー2フーパフ Date Paid	,	(
	Less prior overpayment applied  Assessment balance due or (overpayment)		
	Interest computed on late payment (see instruct	tion F) for days at 20	% per annum
	Total assessment balance and interest due (or o		4059
G. F	PAID WITH THIS FORM: Check enclosed, payable to SIPC Total (must be same as F above)	\$ 4059	
Н. (	Overpayment carried forward	\$(	)
The SIF	PC member submitting this form and the by whom it is executed represent thereby information contained herein is true, correct mplete.	·	ASSET MANAGEMENT  ama of Carpo: Attorn Partnership or other organization)
	the <b>26 th</b> day of <u>January</u> , 20 <u>18</u> .	- Mana	(Authorized Signature)  GING PARINEL
This fo		ays after the end of the fig ears in an easily accessib	Scal year. Retain the Working Copy of this form le place.
SIPC REVIEWER	ates:	Reviewed	
LLL		Documentation	Forward Copy

### DETERMINATION OF "SIPC NET OPERATING REVENUES" AND GENERAL ASSESSMENT

Amounts for the fiscal period beginning 1/1/2017 and ending 12/31/2017

th. Additions:  (1) Total revenues from the securities business of subsidiaries (except foreign subsidiaries) and predecessors not included above.  (2) Net loss from principal transactions in securities in trading accounts.  (3) Net loss from principal transactions in commodities in trading accounts.  (4) Interest and dividend expense deducted in determining item 2a.  (5) Net loss from management of or participation in the underwriting or distribution of securities.  (6) Expenses other than advertising, original, registration fees and legal fees deducted in determining net profit from management of or participation in underwriting or distribution of securities.  (7) Net loss from securities in investment accounts.  Total additions  2c. Deductions:  (1) Revenues from the distribution of shares of a registered open and investment company or unit investment trust, from the sale of variable annuties, from the business of insurance company separate accounts, and from transactions in security futures products.  (2) Revenues from commodity transactions.  (3) Commissions, floor brokerage and clearence paid to other SIPC members in connection with securities transactions.  (4) Reimbursements for postage in connection with proxy solicitation.  (5) Net gain from securities in investment accounts.  (6) 100%, of commissions and markups earned from transactions in (i) certificates of deposit and (ii) Treasury bills, bankers acceptances or commercial paper that mature nine months or less from issuance date.  (7) Direct expenses of printing advertising and legal fees incurred in connection with other revenue related to the securities business (revenue defined by Section 16(9)(L) of the Act).  (8) Other revenue not related either directly or indirectly to the securities business.  (9e) Other revenue not related either directly or indirectly to the securities business.  (9e) Other revenue not related either directly or indirectly to the securities business.  (1) Other revenue not related either directly or indirectly to the secu	tem No. 2a. Total revenue (FOCUS Line 12/Part IIA Line 9, Code 4030)	Eliminate cents \$ 6, 856, 521
(3) Net loss from principal transactions in commodities in trading accounts.  (4) Interest and dividend expense deducted in determining item 2s.  (5) Net loss from management of or participation in the underwriting or distribution of securities.  (6) Expenses other than advertising, printing, registration fees and legal fees deducted in determining net profit from management of or participation in underwriting or distribution of securities.  (7) Net loss from securities in investment accounts.  Total additions  2c. Deductions:  (1) Revenues from the distribution of shares of a registered open end investment company or unit investment trast, from the sale of variable annuities, from the business of insurance, from investment advisory services rendered to registered investment companies or insurance company separate accounts, and from transactions in security futures products.  (2) Revenues from commodity transactions.  (3) Commissions, floor brokerage and clearence paid to other SIPC members in connection with securities transactions.  (4) Reimbursements for postage in connection with proxy solicitation.  (5) Net gain from securities in investment accounts.  (6) 100% of commissions and markups earned from transactions in (i) certificates of deposit and (ii) Treasury bills, bankers acceptances or commercial paper that mature nine months or less from issuance date.  (7) Direct expenses of printing advertising and legal fees incurred in connection with other revenue related to the securities business (revenue defined by Section 16(9)(L) of the Act).  (8) Other revenue not related either directly or indirectly to the securities business.  (9) (1) Total interest and dividend expense (FOCUS Line 22/FART IIA Line 13, Code 4075 plus line 2bd/4) shove) but not in excess of 100,008 require documentation)  (9) (1) Total interest and dividend expense (FOCUS Line 22/FART IIA Line 13, Code 4075 plus line 2bd/4) shove) but not in excess of 100,008 require documentations  (1) Adv. of margin interest aerned on customers securiti	(1) Total revenues from the securities business of subsidiaries (except foreign subsidiaries) and	
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(6) Expenses other than advertising, printing, registration fees and legal fees deducted in determining net profit from management of or participation in underwriting or distribution of securities.  (7) Net loss from securities in investment accounts.  Total additions  2c. Deductions:  (1) Revenues from the distribution of shares of a registered open end investment company or unit investment trust, from the sale of variable annuities, from the business of insurance, from investment advisory services rendered to registered investment companies or insurance company separate accounts, and from transactions in security futures products.  (2) Revenues from commodity transactions.  (3) Commissions, floor brokerage and clearance paid to other SIPC members in connection with securities transactions.  (4) Reimbursements for postage in connection with proxy solicitation.  (5) Net gain from securities in investment accounts.  (6) 100% of commissions and markups earned from transactions in (i) certificates of deposit and (ii) Treasury bills, bankers acceptances or commercial paper that mature nine months or less from issuance date.  (7) Direct expenses of printing advertising and legal fees incurred in connection with other revenue related to the securities business (revenue defined by Section 16(9)(L) of the Act).  (8) Other revenue not related either directly or indirectly to the securities business.  (9) (i) Total interest and dividend expense (FOCUS Line 22/PART IIA Line 13, Code 4075 plus line 2b(4) above) but not in excess of total interest and dividend income.  (9) (ii) Total interest and dividend expense (FOCUS Line 22/PART IIA Line 13, Code 4076 plus line 2b(4) above) but not in excess of total interest and dividend income.  (iii) 40% of margin interest earned on customers securities accounts (40% of FOCUS line 2, Code 3960).  Enter the greater of line (ii) or (iii)	(4) Interest and dividend expense deducted in determining item 2a.	
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accounts (40% of FOCUS line 5, Code 3960). \$	Code 4075 plus line 2b(4) above) but not in excess	
Enter the greater of line (i) or (ii)		
	Enter the greater of line (i) or (ii)	-00 -
Total deductions <u>278, 8 7 3</u>	Total deductions	578,873 \$6,277,648 \$9,416
2d. SIPC Net Operating Revenues \$ 6,277,648	2d. SIPC Net Operating Revenues	\$ 6,277,648
2e. General Assessment @ .0015	2e. General Assessment @ .0015	\$ 9,416



#### INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL

To the Board of Directors and Partners of Titleist Asset Management, Ltd.

In planning and performing our audit of the financial statements of Titleist Asset Management, Ltd. (the "Company") as of and for the year ended December 31, 2017, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

As required by Regulation 1.16 of the Commodity Futures Trading Commission ("CFTC"), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding customer and firm assets. This study included tests of compliance with such practices and procedures that we considered relevant to the objectives stated in Regulation 1.16 in making the periodic computations of minimum financial requirements pursuant to Regulation 1.17. Because the Company does not carry accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. The daily computations of the segregation requirements of section 4d(a)(2) of the Commodity Exchange Act and the regulations there under, and the segregation of funds based on such computations.
- 2. The daily computations of the foreign futures and foreign options secured amount requirements pursuant to Regulation 30.7 of the CFTC.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraphs. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraphs, and to assess whether those practices and procedures can be expected to achieve the CFTC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in accordance with generally accepted accounting principles. Regulation 1.16(d)(2) lists additional objectives of the practices and procedures listed in the preceding paragraphs.

Because of inherent limitations in internal control and the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.



A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the company's financial statements will not be prevented, or detected and corrected, on a timely basis.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined previously.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the CFTC to be adequate for its purposes in accordance with the Commodity Exchange Act and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraphs of this report, were adequate at December 31, 2017, to meet the CFTC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the CFTC, and other regulatory agencies that rely on Rule 1.16 of the CFTC, and is not intended to be and should not be used by anyone other than these specified parties.

BAUER & COMPANY, LLC

Bauer & Company, LLC

Austin, Texas February 28, 2018